



METRO REPORT

A publication of the New York Metro Region Operations Unit



April 1, 1996

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All About Daylight Saving Time Date: April 7

Americans look forward to daylight saving time. The extra hour of light and leisure time each spring and summer evening makes the hour lost when setting clocks ahead in April well worth it.

But the clever strategy Congress passed nearly 80 years ago wasn't always universally loved—and is still ignored by some states today.

IN THE BEGINNING

Credit for daylight saving time belongs to Benjamin Franklin, who first suggested it in 1784.

The idea was revived in 1907, when the industrious Englishman William Willett proposed a similar system in the pamphlet *The Waste of Daylight*.

The Germans were the first to officially adopt the light-extending system in 1915 as a fuel-saving measure during World War I. The British switched one year later, and the US followed in 1918, when Congress passed the Standard Time Act, which established our time zones.

Originally, daylight saving time began on the last Sunday in March. But this American experiment with time lasted until October 1920, when it was repealed because of strong opposition from dairy farmers, whose early milking hours were disrupted.

That didn't stop most Americans, who liked the idea of longer summer

evenings so much that daylight saving time was continued unofficially. *Reason:* States did not want to be out of sync with other states in the same time zone.

CRISIS TIME

During World War II, daylight saving time was imposed year-round to save fuel. The country returned to the old March–October system in September 1945. By 1966, Congress tried to formalize the system by passing the Uniform Time Act. It shifted the spring-change date to the last Sunday in April. But in 1973, the oil crisis forced Congress to extend daylight saving time. It lasted from January 6 to October 27, 1973, and from February 23 to October 26, 1974.

The most recent modification of daylight saving time came in 1987, when the starting date was changed to the first Sunday in April.

Today, only three holdout states retain Standard Time year-round. They are Arizona, Hawaii and Indiana—with the exception of Indiana's northwest corner, which keeps its clocks in sync with neighboring Chicago.



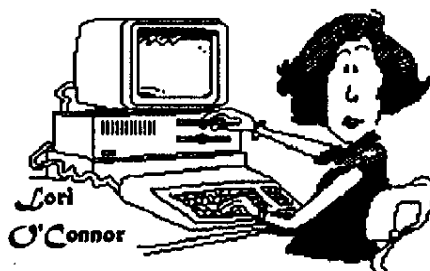
All Sales Representatives attending Sales Force Automation (Lap Top) Training in Winston-Salem April 9-12, must send the ROU the Airline receipt on the back of your ticket. Division Managers On your return flight please collect all Airline tickets for your division and return them to the ROU. This must be done immediately.



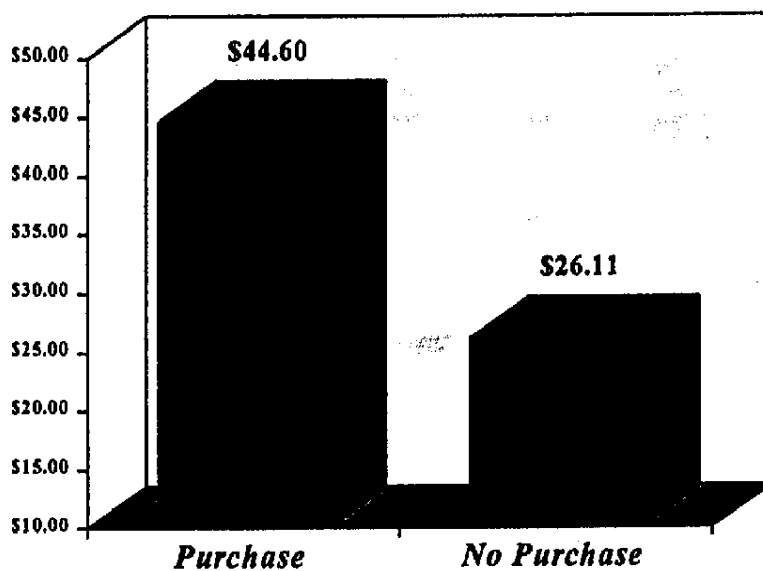
A winner sees an answer in every problem. A loser just sees the problem.

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Business Manager Stuff



Cigarettes Contribute Increased \$'s

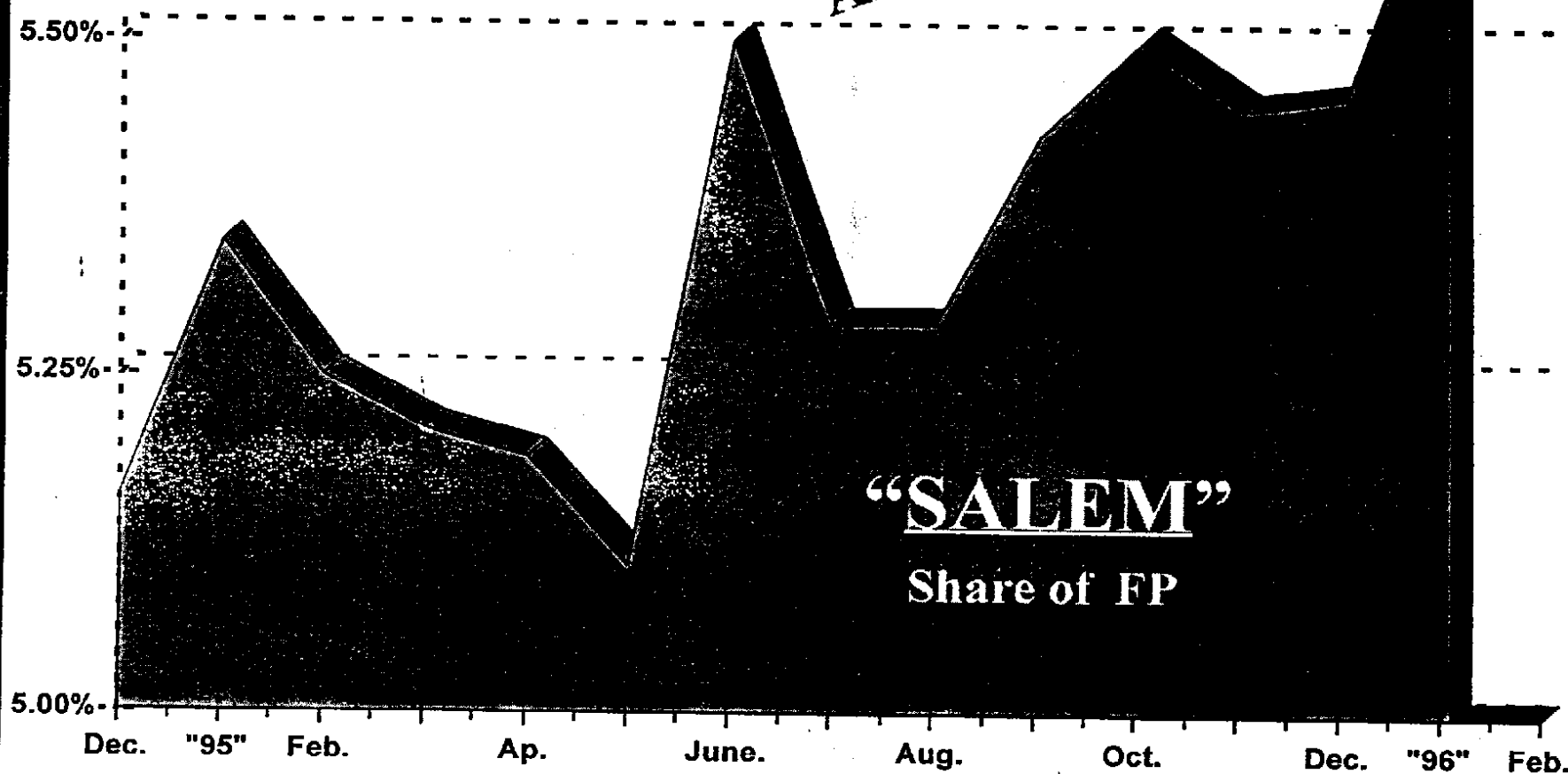


- Smokers spend 70% more when they purchase cigarettes

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Can we Grow Salem?

Absolutely!



"SALEM"

Share of FP

Great Work!
Mark Young

Pay Registers

All Preliminary Pay Register's must be returned to Christine no later than

APRIL 15, 1996. All errors must be corrected with a detail explanation written under the call and accompanied with the appropriate contract or 7101. (7101 for deletions only).



Well the stork dropped another one this time at the home of Mr&Mrs Recardo Fonseca on March 17, 1996, A. Marcellous Trent Fonseca weighted in at 8lb. 13oz. Mother and baby are doing fine.



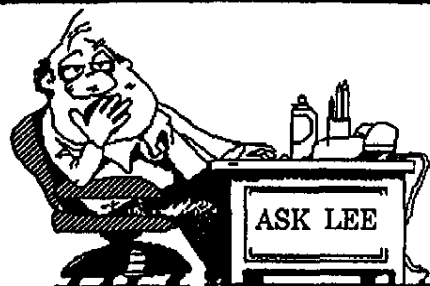
Congratulations the following are the winners who submitted the most accurate contracts.

Charles Dabaghian	Brad Cosgrove
Luann Alese	Recardo Fonseca
Margaret Hansen	Kevin Kroll
Jimmy Li	



March 21 - April 19 Instead of calling all people born under this sign (Ram) airheads, the abbreviation Aries is used. Probably got this name from butting heads with each other. Easily identified because they have great difficulty walking on level ground and would rather be on a rocky mountain top than anywhere eles. "Nuff" said about these hill-billies.

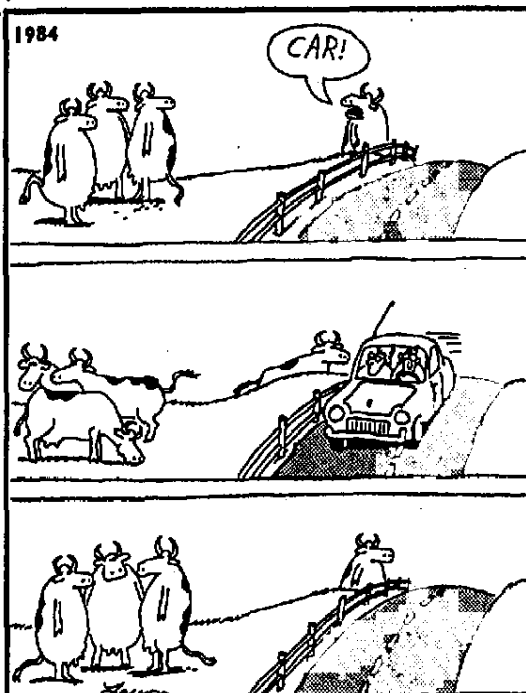
Jim Mallardi	Marie Cole
Mark Defeo	Roy Haynes
Marshall Richards	Mark Gambardella
Mel Krivoshey	Marion Kish
Ron Fozio	



Dear Lee: My D.M. informed me we are going to Winston-Salem for 4 days for Lap-Top training. As far as I know, if you want to create a lap; you sit down. What else are they going to teach us? Signed: Two days seems plenty.

Dear Two days seems plenty: For the first time since I began writing this column, I am at a loss for words. I couldn't agree with you more. Four days seems to long and two days about right. By the way, since you didn't sign your name, I don't know who you are. I'd love to meet you and talk some more. Come see me (especially if you're in my division).

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Ann's Health Corner

**Weight Gain Causes Foot Problems:**

As your weight increases your feet grow larger and a person is more likely to have foot and ankle trouble. Example: Overweight women were three times as likely to have ankle pain as women of normal weight. *Healthiest breakfast cereals* have whole grain listed as the first - and, therefore, the main - ingredient. Check the nutrition label for sugar content. A prudent daily sugar limit is 50 grams (four grams equals one teaspoon). Look for low-fat cereals, not necessarily no-fat cereals. The reason is that whole grains contain essential fatty acids, vitamin E and other important nutrients. *Illness can be good for you* because some disease symptoms show that the body's natural defenses are working properly. Fever is a defense against infection. Nausea and vomiting remove potentially fatal toxins from the body. Coughing also removes toxins. Disease and health are more closely related than most people realize. *Friday is the most dangerous driving day!* Most dangerous time of day is late afternoon to early evening. Most dangerous month to drive is November. The safest month is March, safest day is Sunday. Medium and heavy trucks make up less than 4% of registered vehicles, but are involved in nearly 10% of fatal accidents. *The prime cause of dental problems is plaque* - an invisible film of bacteria that attacks teeth. Most people leave 75% of plaque on teeth after brushing. Have your dentist, or hygienist show you how to control plaque. Hint: use special plaque disclosing tablets, sold in drugstores, so you can see the plaque left after brushing. Proper gum care is most important! Almost all tooth loss after age 40 is caused by gum disease. For proper gum care floss and use plaque removers.

HELP WANTED

Perhaps you have a friend who is looking for a career. If so, I would like to speak with them. I am looking for a Retail Reps to work in New York City area and lower Connecticut & New Jersey. Applicants must be at least 21 years of age with a valid drivers license. An Equal Opportunity Employer M/F.

General Sales Workers
to work in the Westchester area.

Fax resumes to (908) 417-9076
Attn: Jim Guaneri
Please no telephone inquiries.

Good News!

Our distribution reporting is changing to suit our business needs. Effective April 1, 1996 the following brands will need to be reported for distribution.

Winston Box	Doral Light 100
Winton Lt Box	Bee's
Select FF Box	Sedona's
Select Lt Box	Jumbo
Camel Lt Box	Metro
Red Kamel	City
Red Kamel Lt	Ice Box
Red Kamel Men.	Blues

Please report distribution for Moonlight products by family verses by individual style. Kamel for Manhattan has been requested to be reported by style.

It is important to report accurately. Only report it as being in distribution if it was physically there upon entering the store.



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